




Invoice - pay - ven/terms	In - En - Rv	MYS /qty - cost	P0 -billed
1-5237969	10/3/96	•INVENTORY• 4	
TECHDATA	10/7/96	5,600.00	5,600.00
TECHDATA N30	11/26/96	P: 5,600.00 L: 5,600.00	12/5/96
AP Posted			
50-01138-21	2/5/97	M97-24410 1	24410
MicroD	2/11/97	41.69	41.69
MicroD N30	2/7/97	P: 41.69 L: 41.69	3/5/97 *9375
AP Posted			
236139711	2/10/97	Multiple 8	
DEUTSCHE-PLS	2/14/97	6,441.52	6,441.52
MicroD N30	2/11/97	P: 6,441.52 L: 6,441.52	3/5/97 *
AP Posted need cr. \$35.00			
11-38282-11	6/5/97	Multiple 10	
Merisel	6/9/97	777.40	777.43
Merisel N30	6/6/97	P: 777.43 L: 777.43	7/25/97 *97
13-32564-11	6/1/97	M97-24919 1	24919
Merisel	6/9/97	360.24	360.24
Merisel N30	6/6/97	P: 360.24 L: 360.24	7/5/97 *965
1012	5/21/97	Expenses	
RX LANIER ELEC	6/10/97		900.00
LANIER ELEC N30	00/00/00	P: 900.00 L: 900.00	6/19/97 *96



☐ Problems
 ☐ Vendor RMA

Options
☐ Exclusive


☐ Sort

☐ 1
 ☐ 2


☐ Find


☐ New Records

☐ R

FIG. 89A

FIG. 108

FIG. 108A	FIG. 108B
FIG. 108C	FIG. 108D

Income Statement 2					Financials: IV	
					<input type="checkbox"/> Trend Analysis	
Line		Column		Field	Portrait	
+ <input type="checkbox"/> - <input type="checkbox"/>		+ <input type="checkbox"/> - <input type="checkbox"/>		Clear		
Add Delete		Add Delete				
Col-1	Col-2	Col-3	Col-4	Col-5		
Operating revenue						
Gross Sales				B-Sales Income		
Less: Sales discount				B-Sales Discount		
Sales return and allowance				B-Sales Returns/All	Calculated	
Net sales				Calculated		
Blank						
Cost of good sold						
Merchandise inventory start of period				B-Merchandise Inv		
Purchase				B-Sales Income		
Less: Purchase discount				B-Purchase Discount		
Purchase return and allowances				B-Purchase Returns	Calculated	
Net purchase				Calculated		
Add Transportation				B-Cost of Goods Sol		
Net cost of purchase				Calculated		
Cost of good available for sale				Calculated		
Less: Merchandise Inventory - end of period				B-Merchandise Inv	Calculated	
Cost of goods sold						
Gross Margin						
Blank						
Operating expense						

FIG. 108A

Modify Records		Reports used (Links)	Used by :																																				
Start Date	Pick																																						
End Date	Pick																																						
<input type="radio"/> Landscape																																							
		Chart of Accounts																																					
		<table border="1"> <tr><td>BA 1210</td><td>Trade Acct Receivables</td></tr> <tr><td>BA 1215</td><td>Accts Rcvbls - American Express</td></tr> <tr><td>BA 1216</td><td>Accts Rcvbls - Visa</td></tr> <tr><td>BA 1220</td><td>Notes Receivable</td></tr> <tr><td>BA 1240</td><td>Other Receivables</td></tr> <tr><td>BA 1250</td><td>Employer's Loans and Advances</td></tr> <tr><td>BA 1410</td><td>Merchandise Inventory</td></tr> <tr><td>BA 1510</td><td>Prepaid Expense</td></tr> <tr><td>BA 1520</td><td>Prepaid Fed. Corp. Tax</td></tr> <tr><td>BA 1530</td><td>Prepaid Franchise Tax</td></tr> <tr><td>BA 1610</td><td>Furniture and Fixtures</td></tr> <tr><td>BA 1620</td><td>Office Equipment</td></tr> <tr><td>BA 1630</td><td>Class Room Equipment</td></tr> <tr><td>BA 1640</td><td>Vehicles</td></tr> <tr><td>BA 1650</td><td>Leasehold improvement</td></tr> <tr><td>BA 1710</td><td>ACC. Depreciation - F&F</td></tr> <tr><td>BA 1720</td><td>Acc. Depreciation - Office Equip.</td></tr> <tr><td>RA 1730</td><td>Acc. Depreciation - Class Room</td></tr> </table>	BA 1210	Trade Acct Receivables	BA 1215	Accts Rcvbls - American Express	BA 1216	Accts Rcvbls - Visa	BA 1220	Notes Receivable	BA 1240	Other Receivables	BA 1250	Employer's Loans and Advances	BA 1410	Merchandise Inventory	BA 1510	Prepaid Expense	BA 1520	Prepaid Fed. Corp. Tax	BA 1530	Prepaid Franchise Tax	BA 1610	Furniture and Fixtures	BA 1620	Office Equipment	BA 1630	Class Room Equipment	BA 1640	Vehicles	BA 1650	Leasehold improvement	BA 1710	ACC. Depreciation - F&F	BA 1720	Acc. Depreciation - Office Equip.	RA 1730	Acc. Depreciation - Class Room	
BA 1210	Trade Acct Receivables																																						
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BA 1640	Vehicles																																						
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BA 1710	ACC. Depreciation - F&F																																						
BA 1720	Acc. Depreciation - Office Equip.																																						
RA 1730	Acc. Depreciation - Class Room																																						

FIG. 108B

Selling expense				
Sales salaries and commission expense				
Advertising expense		B-Multiple Acts		
Rent expense		B-Advertising and M		
Supplies expense		B-Rent		
Utilities expense		B-Office Expense		
Depreciation expense		B-Utilities		
Other selling expense		B-Depreciation		
Administrative expense		B-Misc. Expenses	Calculated	
Salaries expense executive				
Insurance expense		B-Officer wages		
Supplies expense		B-Insurance		
Total operating expense		B-Computer Expense	Calculated	Calculated
Income from operations				Calculated
Blank				
Non Operation revenue and expense				
Non operating revenue				
Interest revenue				B-Interest Income
				Calculated
Non operating expense				
Interest expense				B-Interest Expense
Net Income				Calculated

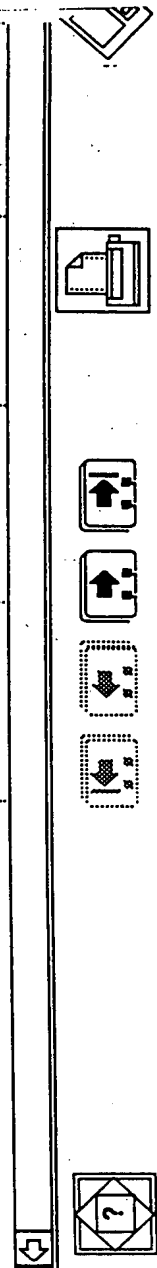


FIG. 108C

Account Number	Account Name	Account Type
BA 1735	ACC. DEPRECIATION - VEHICLES	Missing
BA 1740	Acc. Depreciation - Lease Hold	AP
BA 1750	Loans to Shareholder	AR
BL 2010	Trade Accounts Payable	COAS
BL 2020	Auto Loan - Current	
BL 2030	Loans Payable	
BL 2040	Interest Payable	
BL 2050	Accrued Payable	
BL 2055	Accrued Expense Payable	
BL 2060	Salary payable	
BL 2180	Payroll Tax Payable	
BL 2310	Sales Tax Payable	
BL 2360	State Income Tax Payable	
BL 2380	Fed Income Tax Payable	
BL 2450	Long Term Debt	
BS 3120	Common Stock	
BS 3200	Dividend	
BS 3900	Prior Year's Retained Earnings	
IP 4010	Sales Income	
IP 4015	Credit Card Accrued Income	
IP 4020	Sales Discount	
IP 4060	Sales Returns/Allowance	

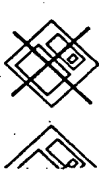


FIG. 108D

Fig. 112

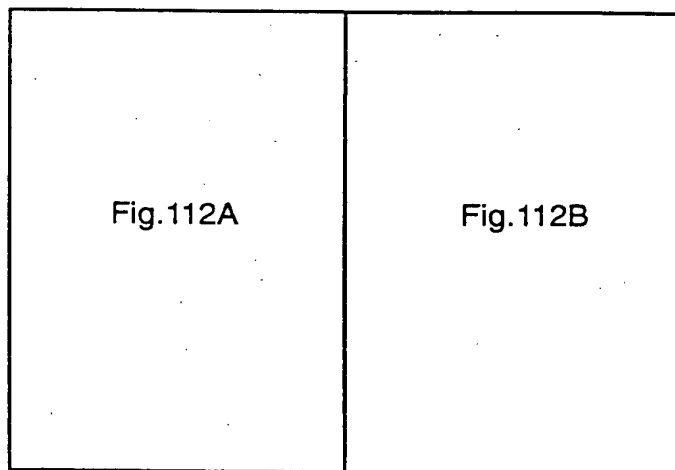


FIG. 112A

FIG. 112A

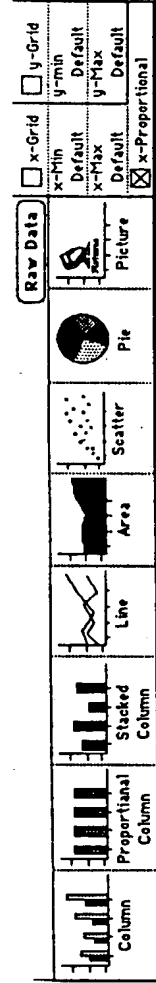
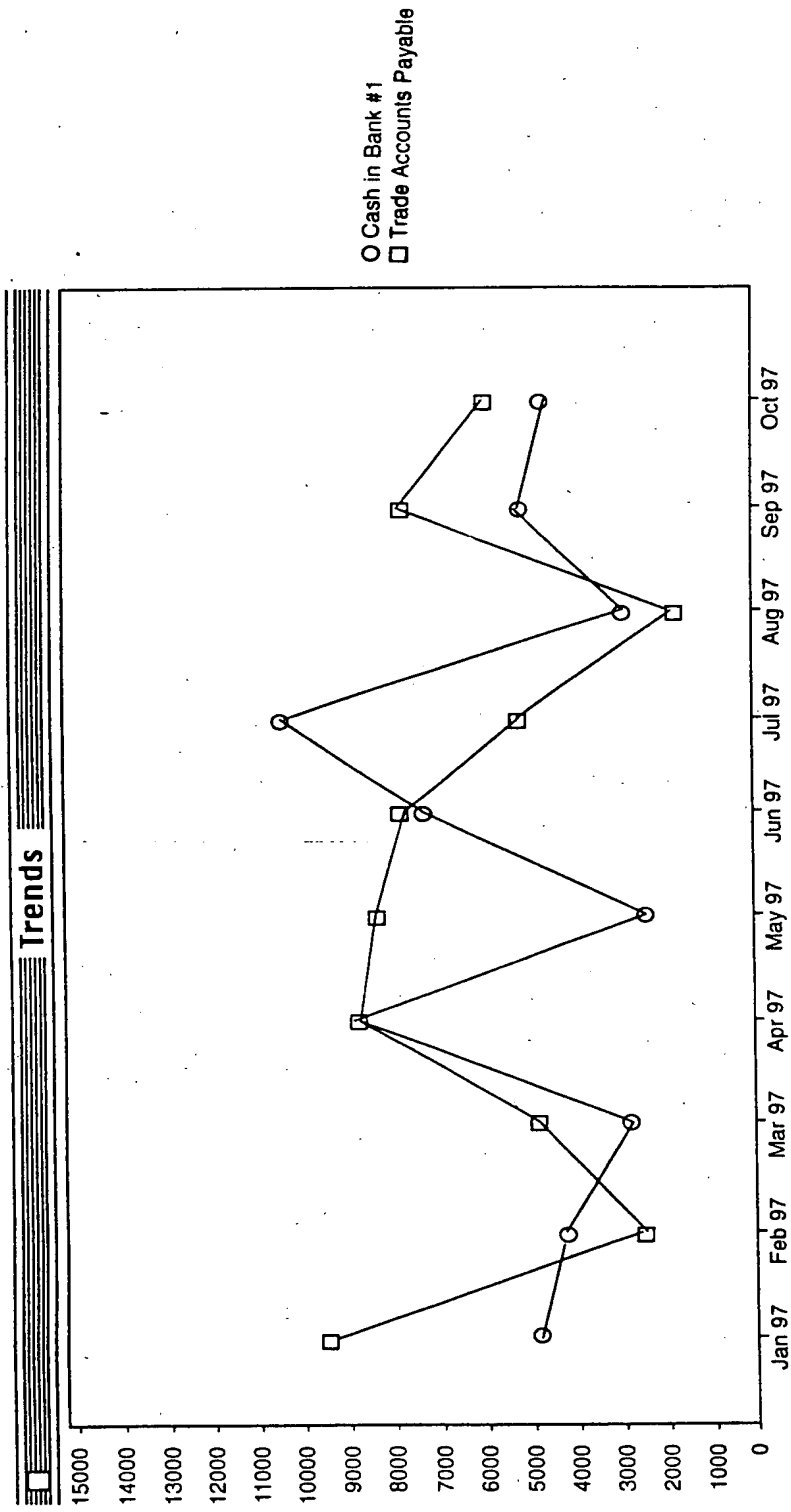


FIG. 113

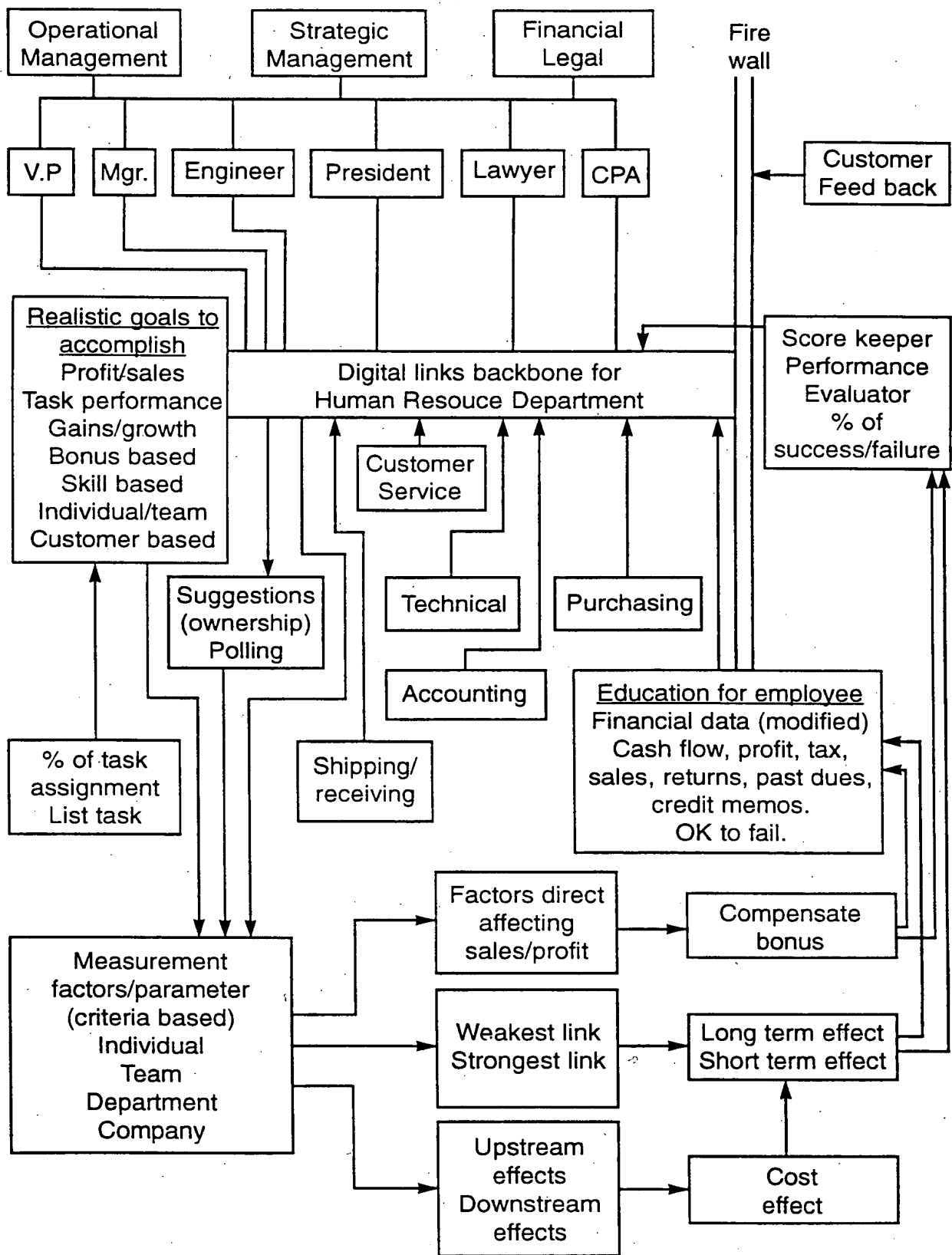


FIG.114

Fig. 115

Fig.115A

Fig. 115B

Candidate

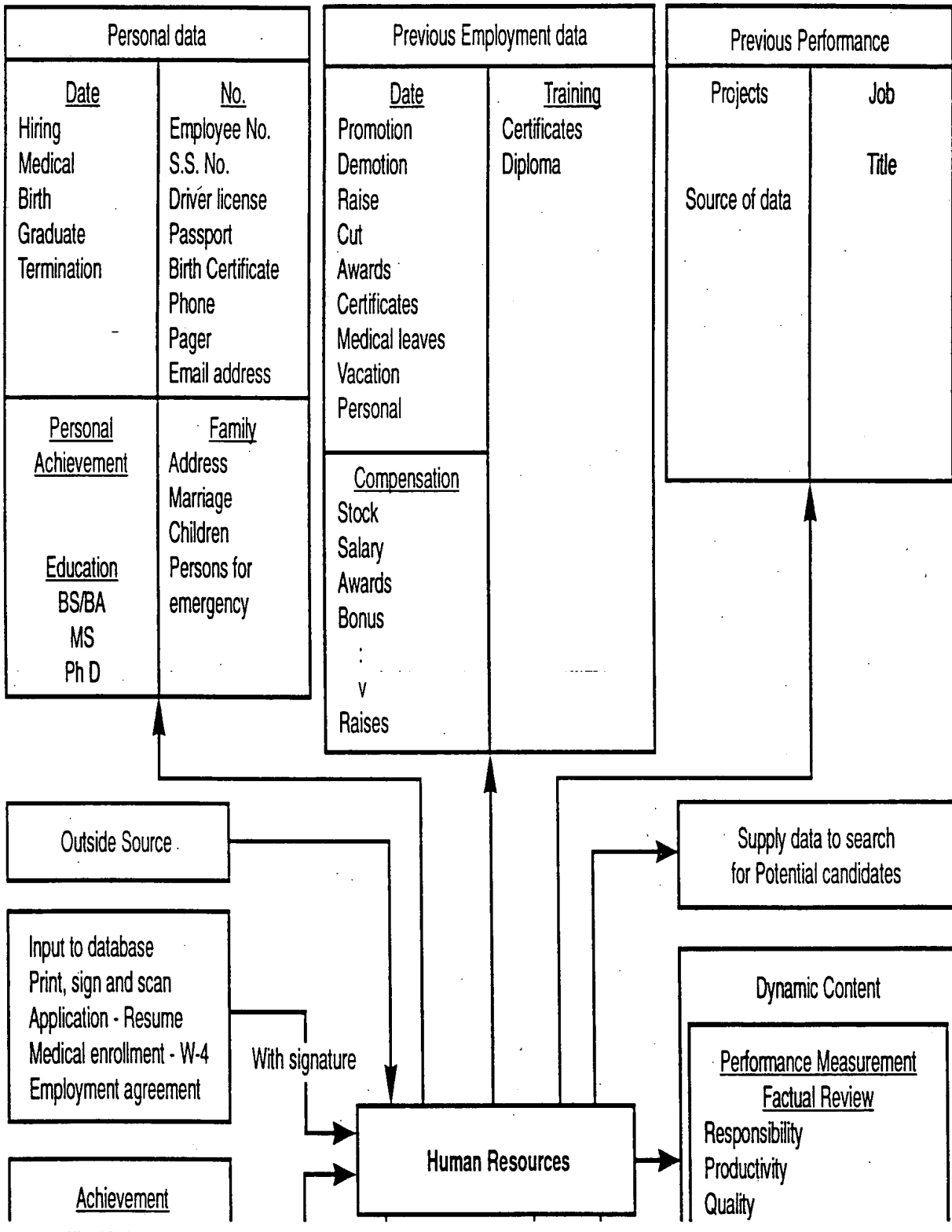


FIG.115A

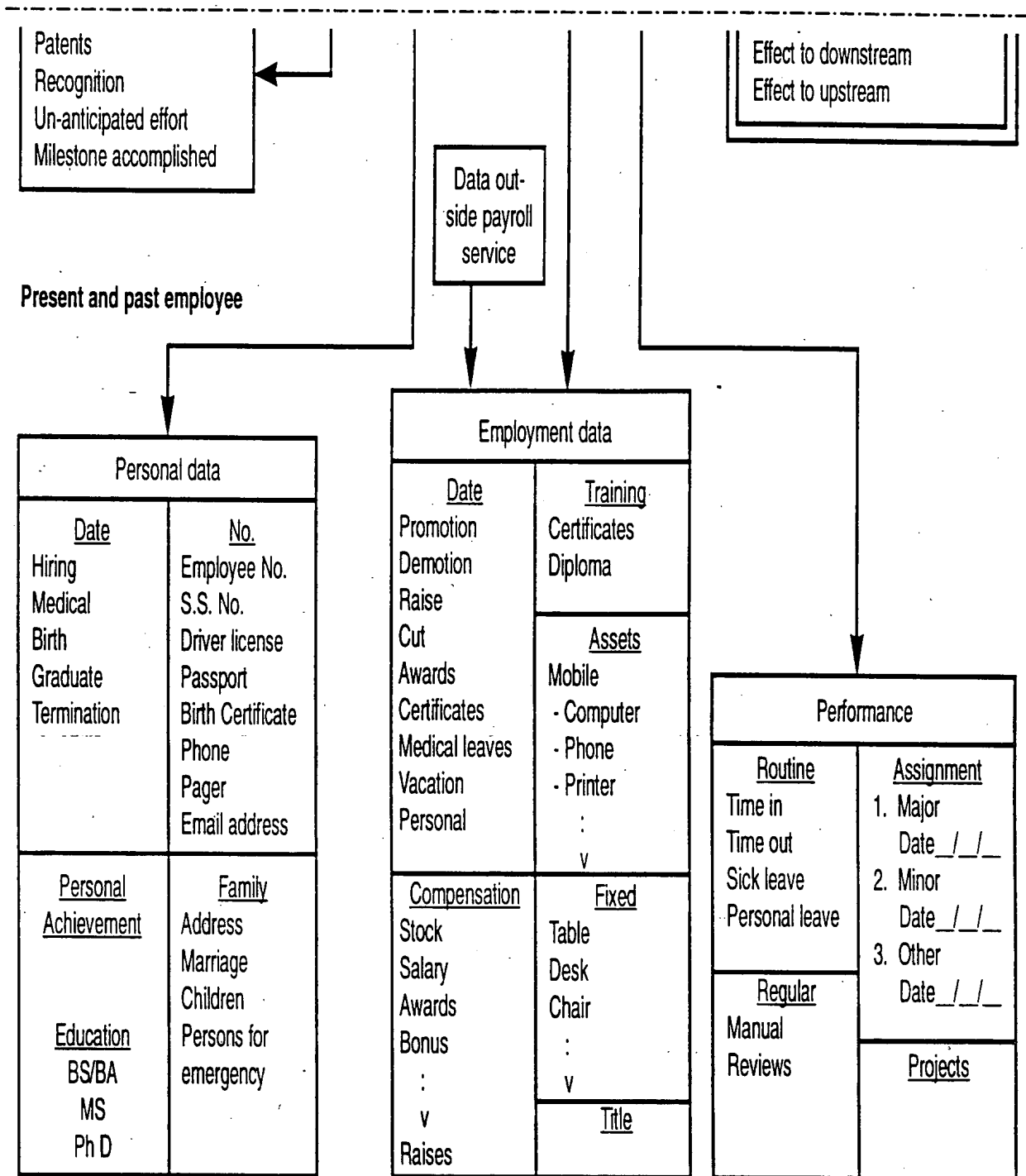


FIG.115B

Fig. 116

Fig. 116A
Fig. 116B
Fig. 116C
Fig. 116D
Fig. 116E

Algorithm of Activity Data

Major Measuring Category								
Assignment	Qty by period	\$ by period	Time between date	Responsible Dept.	RMA		Upstream	Downstream
					Day between date	Amt. by period		
Quotes	No., No. convert to MWS	Total amt. Pcost,Scost Install cost Freight cost	Create date Post date Quote date	Sales	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Customer Service	Customer Service
MWS	Total items, Total amt	Total amt., Pcost, Scost, Install cost, Freight cost	Create date Reviewed post date	Sales Customer Service	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Customer Service	Purchase
Cust.Inv.	Total Inv., Total RMA, # of 30days, 45 days,	Total amt. Sprice, Install cost,	Issue date Printed date Paid date	Account Receivable Shipping	V. rec.date V. Ship C.rec.date C. ship	Exp. V.cr. V. cr. C. cr.	Purchase	A/R

FIG.116A

	etc.	Freight, Tax	Input		Create date Fax	Rec. cr		
Ven.Inv.	Total Inv #, Past due # of invoices - 30, 60, 90 days	Total amt., Vcost, Pcost, Freight, Tax	Received from ven. Ship to cust. Due date Paid date Approved Scheduled Reviewed Entry Create date	Account Payable Engineering	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Purchase	A/P
Cust.Cr.	Total items Credit memo	Total cr., Sprice, Pcost, Restock, Tax	Create date Issue date	Account Receivable Sales Engineering	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Sales	A/R
Ven.Cr.	Total items Ven.cr.	Total ven. cr., Pcost, Vcost,	Ven.cr. memo Rcv'd date	Account Payable	V. rec.date C.rec.date V. Ship C. ship	Exp. V.cr. V. cr.	Sales	A/P

FIG.116B

		Restock, Tax	Payment date	Sales	Create date Fax	C. cr. Rec. cr		
Engineering Install Assembly Test	Items/system Total MWS	Total Install cost, Install price, Ven. Install cost	Install date Completed Test date	Engineering/ Install/ Assembly/ Test	V. rec. date V. Ship C. rec. date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Purchase Sales Rcv	Ship
Ship Receive	Total Boxes Total Items	Total freight amount	Receive date Ship date	Ship/ Receive/ Inside Sales	V. rec. date V. Ship C. rec. date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Purchase	Customer
Ven. Payment	Ven. Invoices V.cr.memo Exp.cr.memo	Total amount, Total credit, Total check	Ven. payment Check Post Approve	Account Payable	V. rec. date V. Ship C. rec. date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Vendor Purchase	A/P
					V. rec. date			

FIG.116C

Cust. Payment	Cust. Invoices C.cr.memo	Total amount	C.payment Check Post Approve	Account Receivable	V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Ship Sales	A/R
RMA	Total RMA items	Total RMA credit	RMA V. rcv'd RMA V. ship RMA C. rcv'd RMA C. ship	CSR Sales Ship/Rcv Engineering	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Sales Rcv	A/P A/R
Customer	# of customer	Total \$ Total \$ per cust. % of Avg. of margin	Duration/customer Rate of growth/ period	Sales Account	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Sales	Purchase Customer Service
Vendor	# of vendor	Unclear inv. Inv. \$ Clear inv., %	Duration/customer Rate of growth/ period	Sales Account	V. rec.date V. Ship C.rec.date C. ship Create date	Exp. V.cr. V. cr. C. cr. Rec. cr	Purchase	Ship/Rcv Install/ Engineering

FIG.116D

Purchase	Total items Total MWS B/O items	Scost Pcost	Order date, MWS date, Rec'd date, B/O rec'd date, Item order date	A/P Buyer Sales	Fax V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Sales	Ship/Rcv Install/ Engineering
Commission/ earning	# of format	\$ Rate of increase	\$/period	Sales Purchasing	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Vendor Customer Purchase	Customer Service
Financial	Total V. inv. Total C. inv	Total A/P Total A/R		Accounting Purchasing	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	NA	NA

FIG.116E

Fig. 117

Fig.117A	Fig.117B	Fig.117C
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Company Performance Analysis

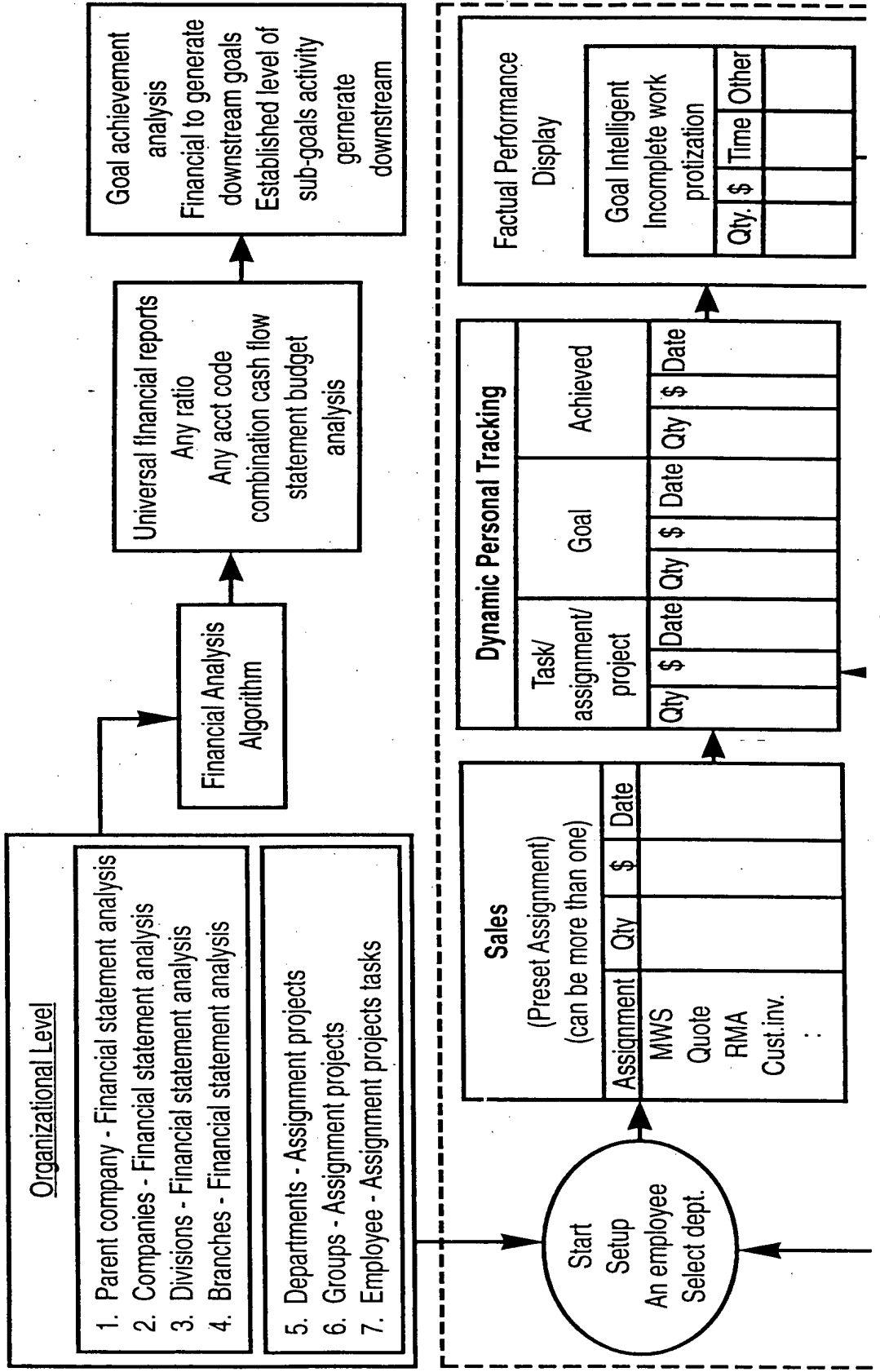


FIG.117A

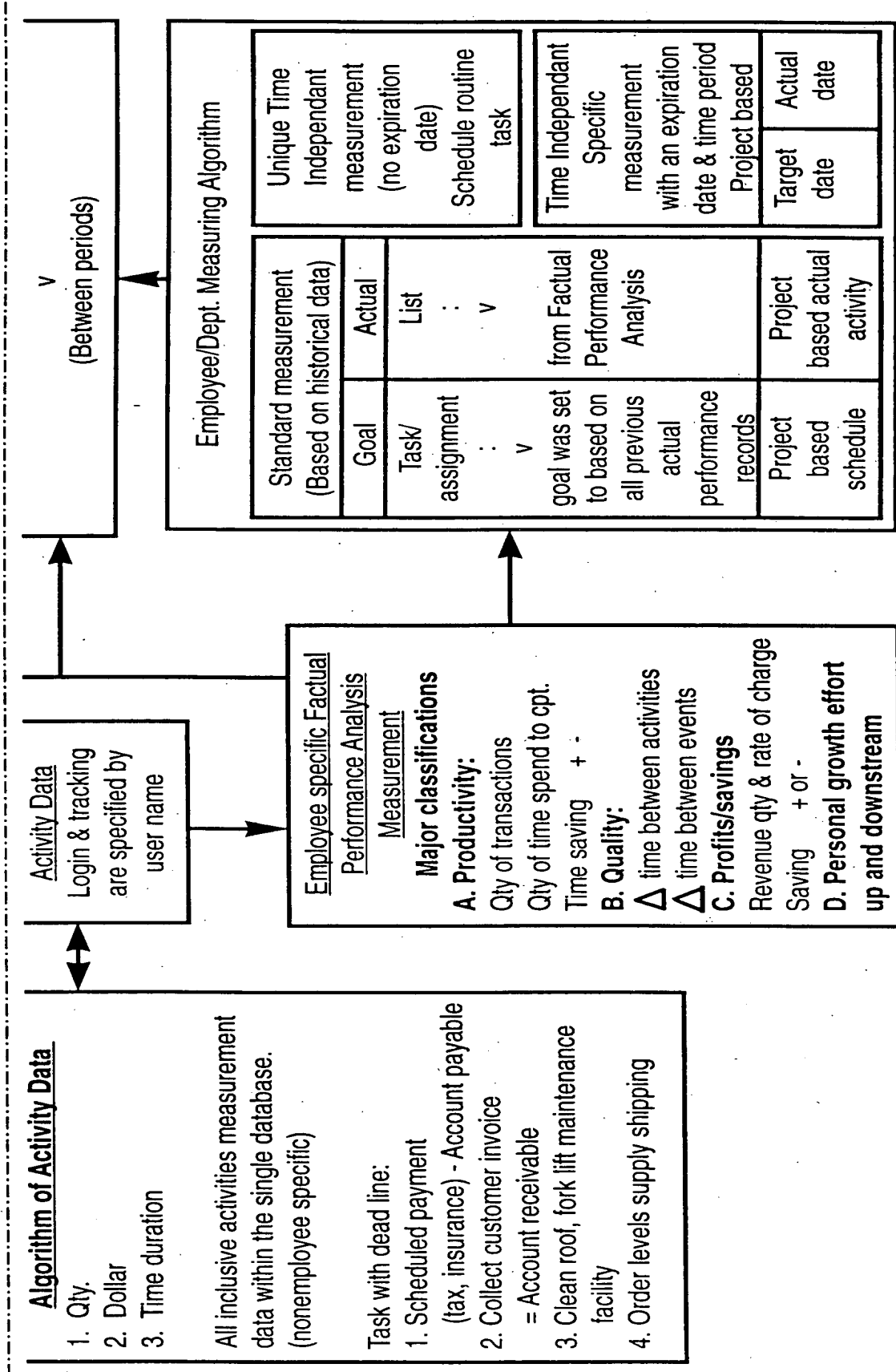


FIG.117C

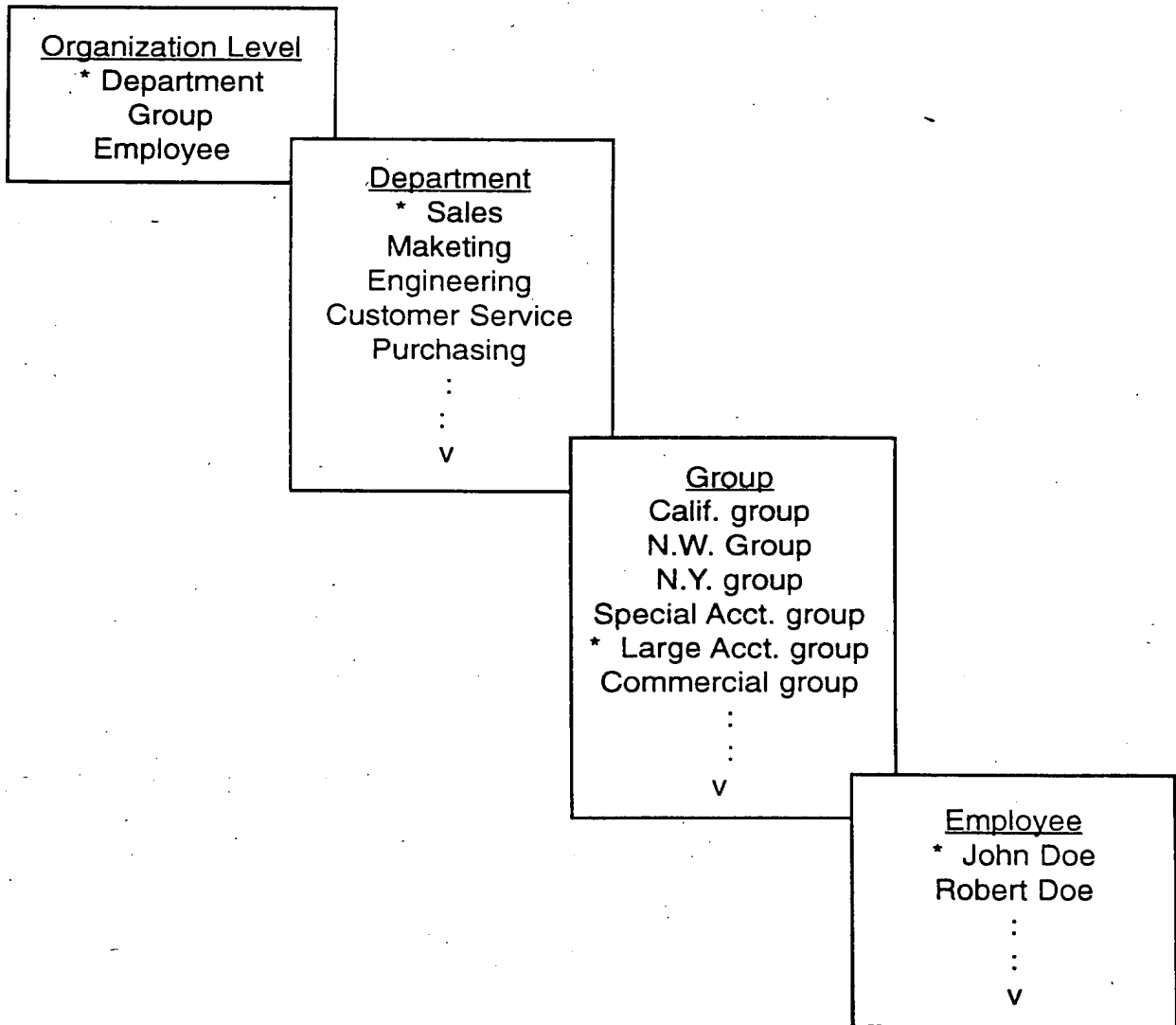


FIG.118

Fig. 119

Fig.119A	Fig.119B	Fig.119C
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Factual Performance Analysis

Single Period

Sales department
Large Acct group
John Doe



Static data - double click for static personal data



Per period (daily)(weekly)(monthly)(quarterly)

Measuring Parameter	Productivity (A)			Quality (B)		Profitability (C)		Upstream	Downstream
	Qty/period (A1)	\$/period (A2)	% profit/period (A3)	Time period (B1)	Accounting C.Cr. memo (B2)	Gross Margin			
Quotes				PO date Quote date	NA	NA		Customer	Customer Service
MWS				Create date Review date	# of invoice /cr.memo	Commission earned Gross margin		Customer	Purchasing
RMA				Create date Cust. rec'd date	# RMA return for credit # RMA return for exchange	Restocking fee Partial vendor cr.memo		Inside Sales	Purchasing Receiving

FIG.119A

Fig. 120

Fig.120A	Fig.120B
----------	----------

Factual Performance Analysis

Sales department
Large Accl group
John Doe

☐ Static data - double click for static personal data
☐ Per period (daily)(weekly)(monthly)(quarterly)
(Choose a period)

Measuring Parameter	Period #1	Period #2	Period #3	Period #4	Period #5	Period #6	% growth between period	Avg	Goal	History	Grade	Forecast
A/B/C												
Quotes												
MWS												
RMA												

FIG.120A

Fig. 121

Fig.121A	Fig.121B	Fig.121C
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[illegible]

FIG. 121A

[illegible][illegible]

Historical

Records **Return** Rel

FIG. 121B

FIG. 121C

Fig. 122

Fig.122A	Fig.122B	Fig.122C
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FIG. 122A

FIG. 122A

Fig. 123

Fig.123A	Fig.123B	Fig.123C
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[illegible]

FIG. 123A


Next payment	Status-problem	RMA -Vcredit	Disc-Dt-\$-Ls	Cust Ir
	Paid-ND			No

Add Invoices

Vendor	RX	Inv Date	Total billed	Tax	Fi



An Invoice with this invoice number is already entered for this payee!



Done

FIG. 123B

Fig 124

Fig. 124A	Fig. 124C	Fig. 124D
Fig. 124B		

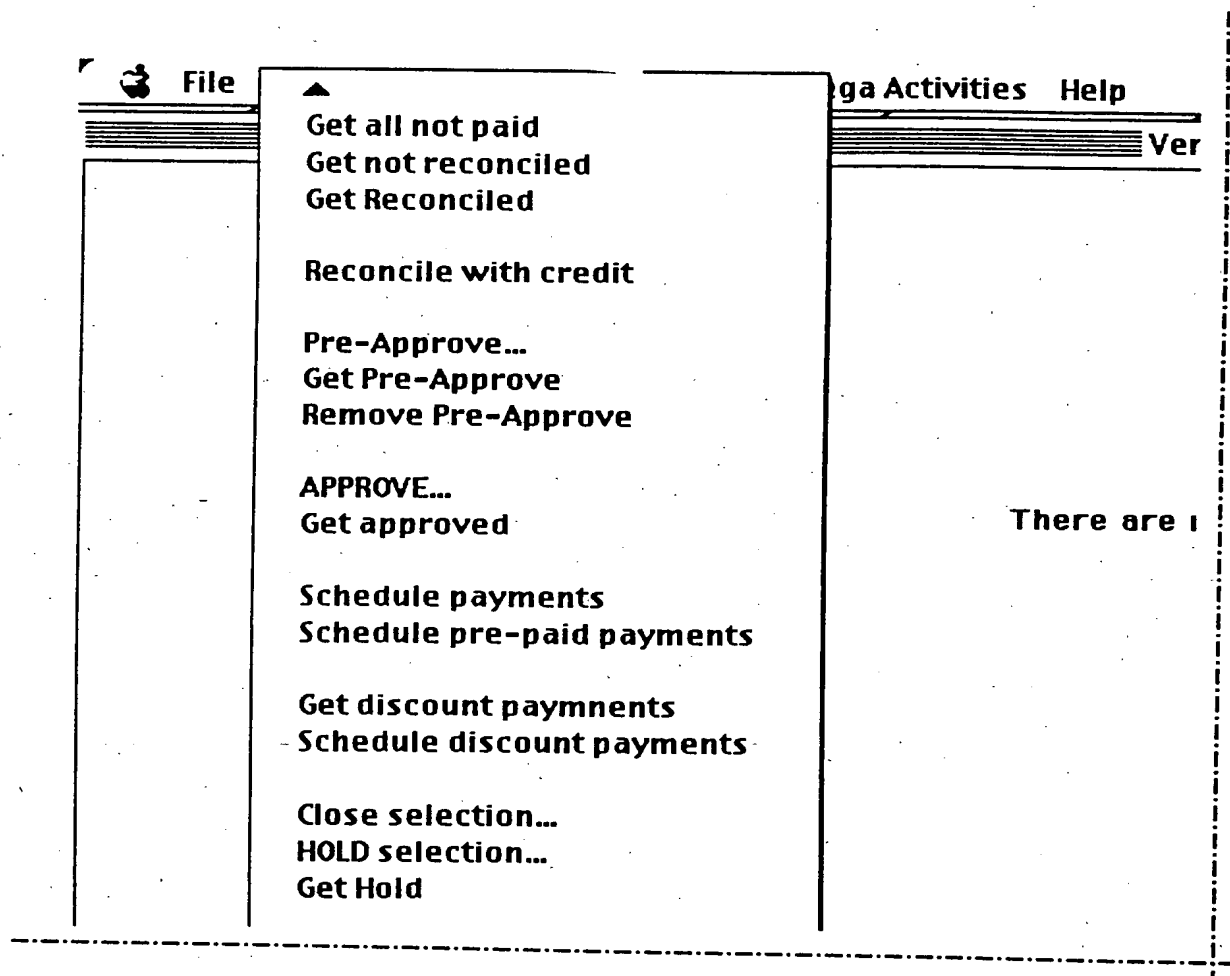


FIG. 124A





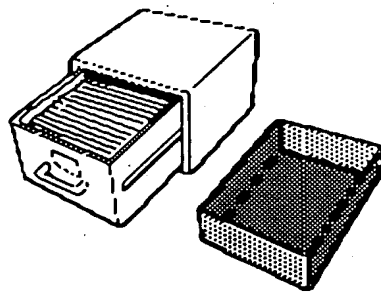
 Dupes	<p> Close selection... HOLD selection... Get Hold </p> <p> Reset status back 1... </p> <p> Edit terms/payment/vouchers... </p> <p> Integrity check </p> <p> Temporary notes </p> <p> Update invoice </p> <p> Mark ready for review </p> <p> Get ready to review Mark reviewed Get reviewed </p> <p> Get Tracking Mark for Tracking Remove tracking Tracking notes </p> <p> Current status/Review status </p> <p> Cash flow analysis AP Processing </p> <p> Show Invoice Detail </p>	   <p> New Records Return Rela </p>
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FIG. 124B

Invoices: 7 of 27234 (Sales-MWS)

0 selected records for: Ven_Invoices



RelatedSwitch



QuickSwitch

Total Billed
Need to pay

Re

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FIG. 124C

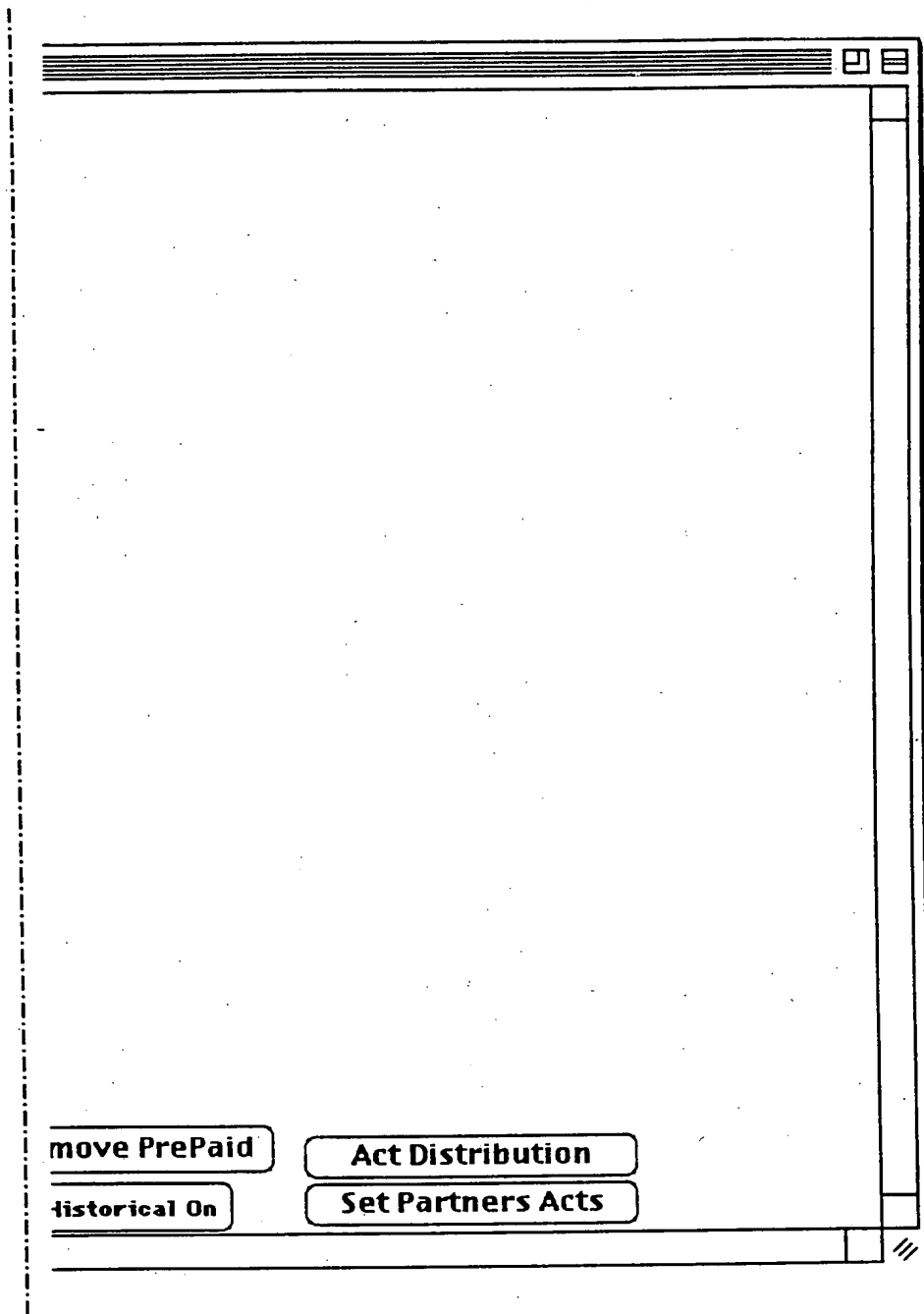


FIG. 124D

Fig 125

Fig. 125A	Fig. 125B	Fig. 125C
Fig. 125D		

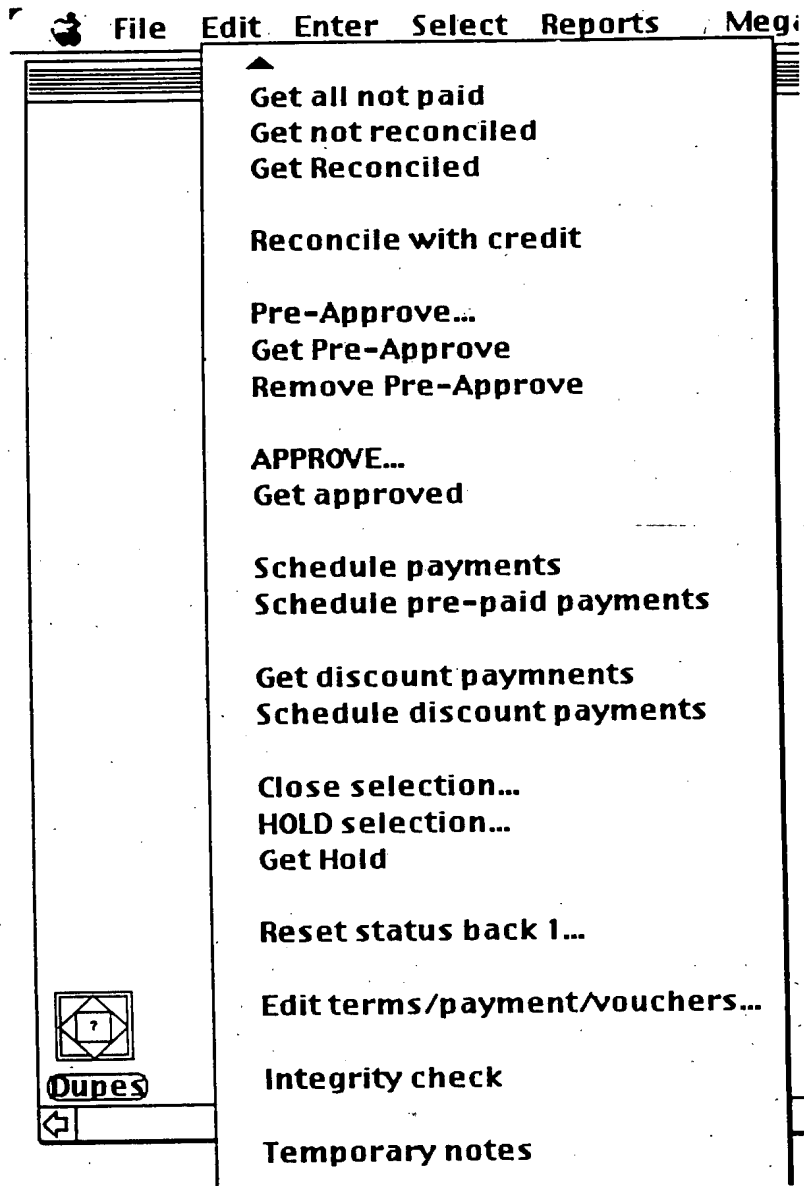
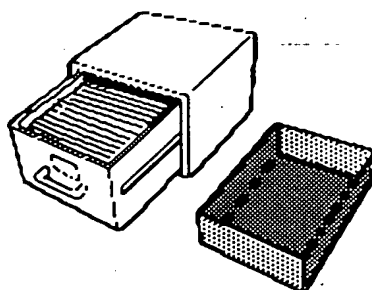


FIG. 125A

a Activities Help

Ven_Invoices: 0 of 26071 (Sales-MW)

There are no selected records for: Ven_Invoice



New Records



Return



RelatedSwitch



QuickSwitch

Total Billed

Need to pay

FIG. 125B

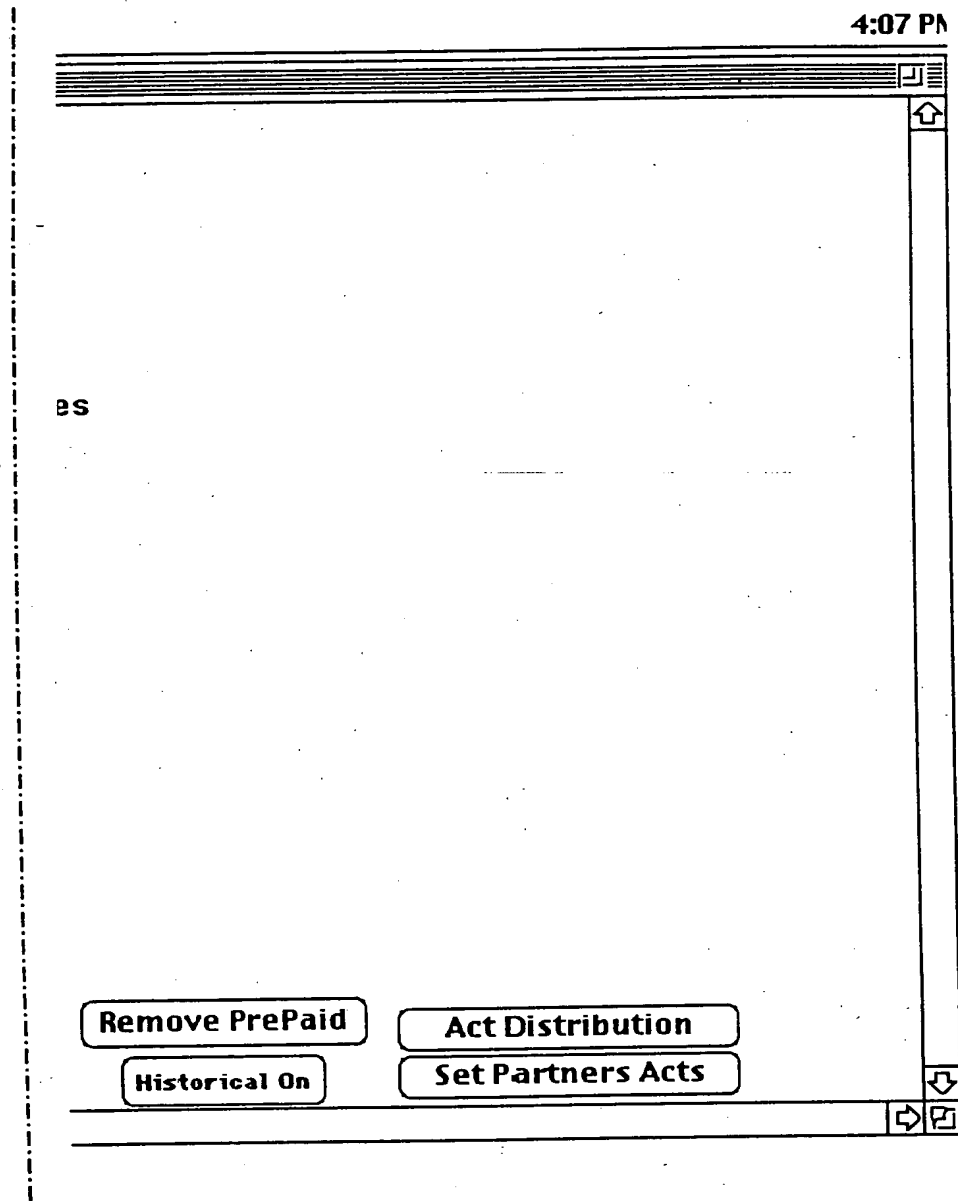


FIG. 125C

Update invoice

Mark ready for review

Get ready to review

Mark reviewed

Get reviewed

Get Tracking

Mark for Tracking

Remove tracking

Tracking notes

FIG. 125D

Fig 126

Fig. 126A	Fig. 126C	Fig. 126D
Fig. 126B		

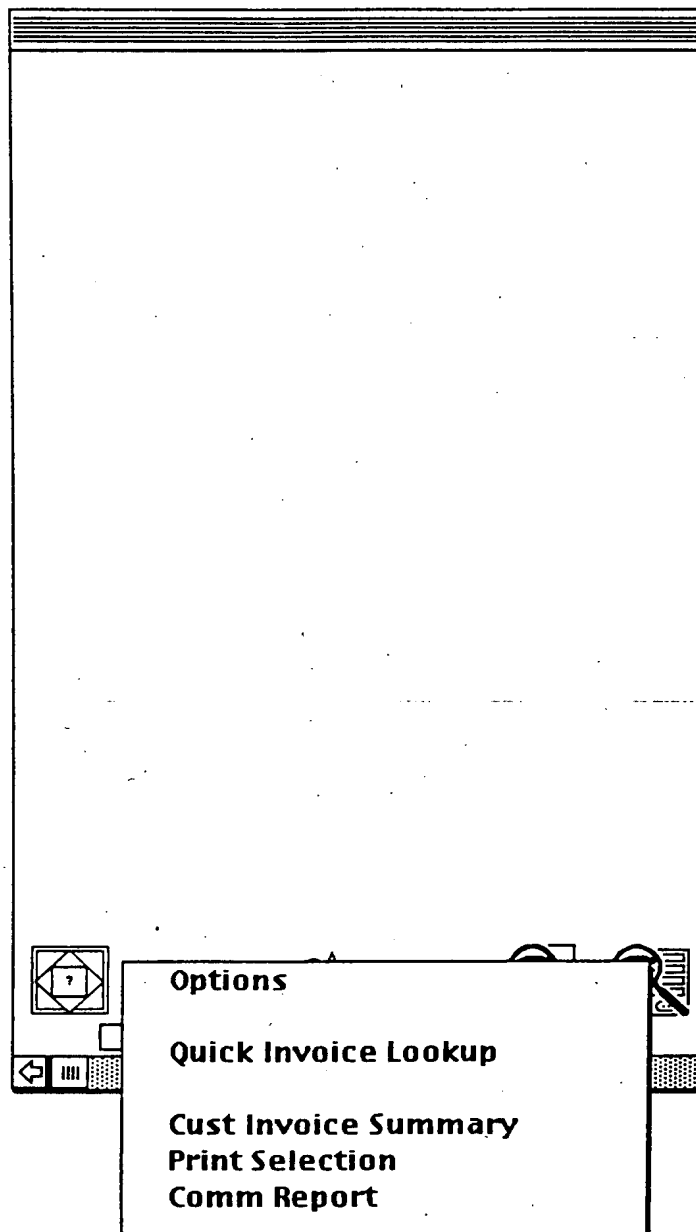


FIG. 126A

Get AR Report selection
Get Not Issued
Get not paid
Get no charge
Get pre-paid

Close - No charge

Split Invoice

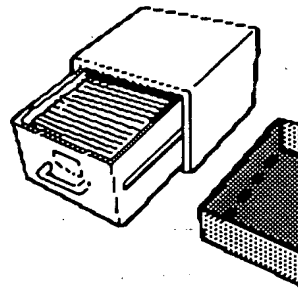
Join 2 Invoices

Issue Invoices

FIG. 126B

Cust_Invoices: 0 of 14573 (

There are no selected records



New Records



Return



RelatedSwitch



QuickSwitch

(Sales-MWS)

for: Cust_Invoices

Collections Notes De-Issue Sales Adj Historical On De
No payments Partial pay Post Recalc Totals Night

FIG. 126D

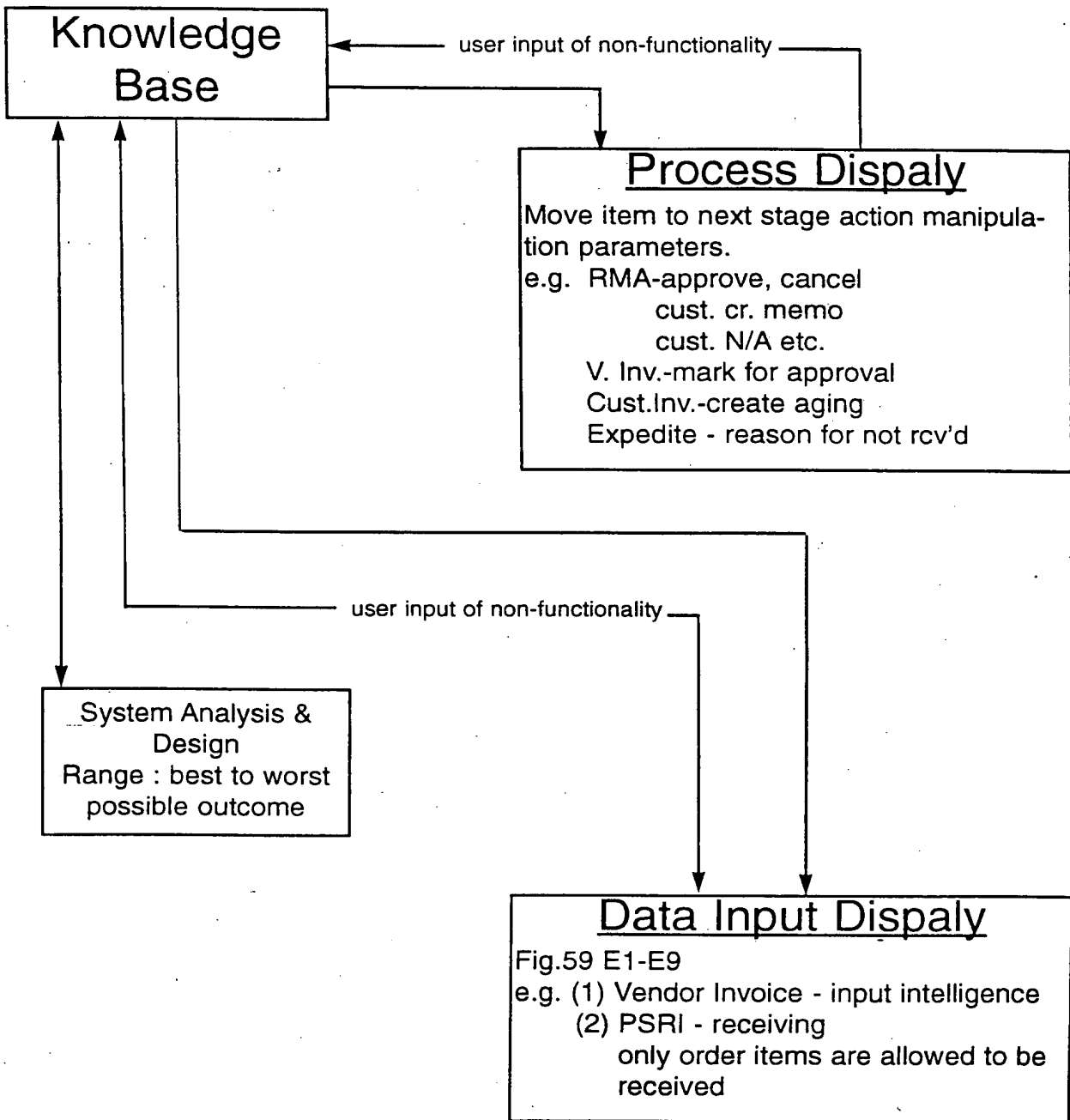


Fig. 129